Company Reinvesting and Corporate ROI

Rob Holder
HP-DOJ/DOS Account Executive

maintaining the data needed, and c including suggestions for reducing	lection of information is estimated to completing and reviewing the collections this burden, to Washington Headquuld be aware that notwithstanding an DMB control number.	ion of information. Send comments arters Services, Directorate for Infor	regarding this burden estimate of mation Operations and Reports	or any other aspect of th , 1215 Jefferson Davis I	is collection of information, Highway, Suite 1204, Arlington	
1. REPORT DATE AUG 2011		2. REPORT TYPE		3. DATES COVERED 00-00-2011 to 00-00-2011		
4. TITLE AND SUBTITLE				5a. CONTRACT NUMBER		
Company Reinvesting and Corporate ROI				5b. GRANT NUMBER		
				5c. PROGRAM ELEMENT NUMBER		
6. AUTHOR(S)				5d. PROJECT NUMBER		
				5e. TASK NUMBER		
				5f. WORK UNIT NUMBER		
7. PERFORMING ORGANIZATION NAME(S) AND ADDRESS(ES) HP Enterprise Services,3000 Hanover Street,Palo Alto,CA,94304-1185				8. PERFORMING ORGANIZATION REPORT NUMBER		
9. SPONSORING/MONITORING AGENCY NAME(S) AND ADDRESS(ES)				10. SPONSOR/MONITOR'S ACRONYM(S)		
				11. SPONSOR/MONITOR'S REPORT NUMBER(S)		
12. DISTRIBUTION/AVAILABILITY STATEMENT Approved for public release; distribution unlimited						
13. SUPPLEMENTARY NOTES Presented at the 2011 Navy Gold Coast Small Business Conference, 22-24 Aug, San Diego, CA.						
14. ABSTRACT						
15. SUBJECT TERMS						
16. SECURITY CLASSIFIC	17. LIMITATION OF ABSTRACT	18. NUMBER OF PAGES	19a. NAME OF			
a. REPORT unclassified	b. ABSTRACT unclassified	c. THIS PAGE unclassified	Same as Report (SAR)	32	RESPONSIBLE PERSON	

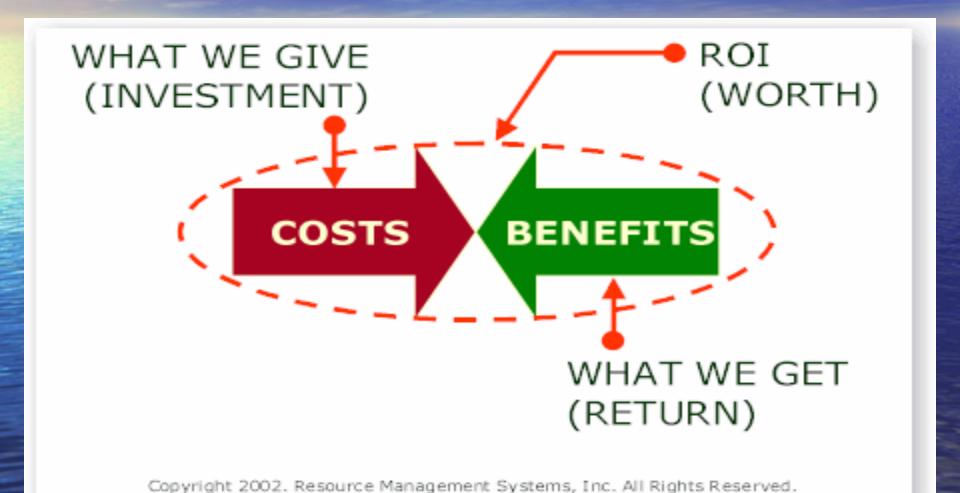
Report Documentation Page

Form Approved OMB No. 0704-0188

The Importance of Return On Investing



The Importance of Investing



What To Invest?











What Is The Desired Outcome



We Cannot Accomplish This Alone



Change Is Required

OLD

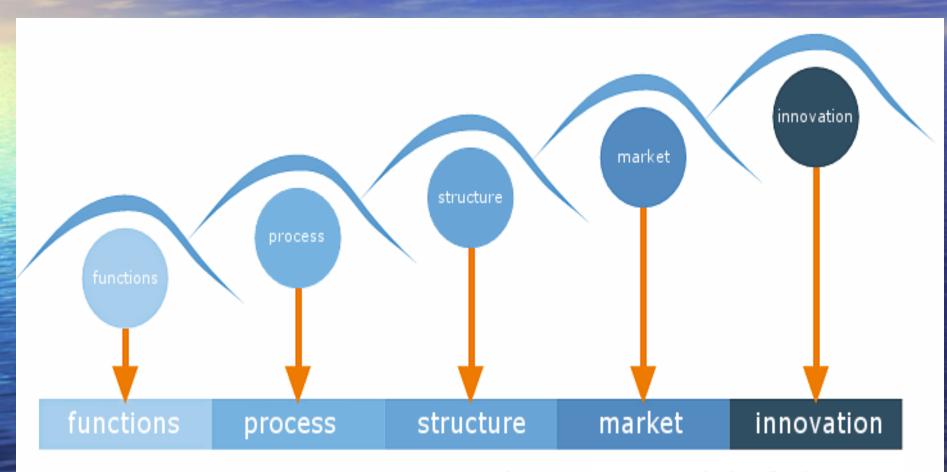
STRATEGY

STRUCTURE

NEW

CULTURE

Look At And Evaluate Everything



The wave model of change

Leaders Must Reinvent Themselves

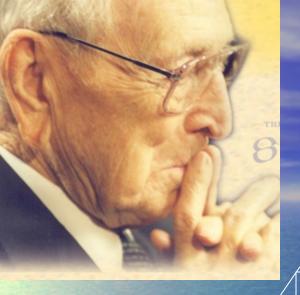


Reinvent Your Brand



Desired Outcomes





Competitive Greatness

Competitive Greatness

"Perform at your best when your best is required. Your best is required each day."

Poise

"Be yourself. Don't be thrown off by events whether good or bad."

Confidence

"The strongest steel is well-founded self-belief. It is earned, not given."

Success is peace of mind, which is a direct result of self-satisfaction in knowing you made the effort to do your best to become the best that you are capable of becoming.

-John Wooden

Condition

"Ability may get you to the top, but character keeps you there – mental, moral, and physical."

Skill

"What a leader learns after you' ve learned it all counts most of all."

Team Spirit

"The star of the team is the team. 'We' supercedes 'me'."

Self-Control

"Control of your organization begins with control of yourself. Be disciplined."

Alertness

"Constantly be aware and observing. Always seek to improve yourself and the team."

Initiative

"Make a decision! Failure to act is often the biggest failure of all."

Intentness

"Stay the course. When thwarted try again; harder; smarter. Persevere relentlessly."

Industriousness

"Success travels in the company of very hard work. There is no trick, no easy way."

Friendship

"Strive to build a team filled with camaraderie and respect: comrades-in-arms."

Loyalty

"Be true to yourself. Be true to those you lead."

Cooperation

"Have utmost concern for what's right rather than who's right."

Enthusiasm

"Your energy and enjoyment, drive and dedication will stimulate and greatly inspire others."

anatomy of an employee

EMOTIONALLY CONNECTED

Sense of Esteem

SECURE EMPLOYEES

Recommend and Intend to Stay

ENGAGED

Connected to Team, Company & Mission

SATISFIED

Basic Needs are Met

Change The Game or At Least The Outlook

Employee Life Satisfaction **Ability to Invest** Superior in Employees **Customer Service** Satisfied nue, Earnings Shareholder Customers

Change The Game or At Least The Outlook

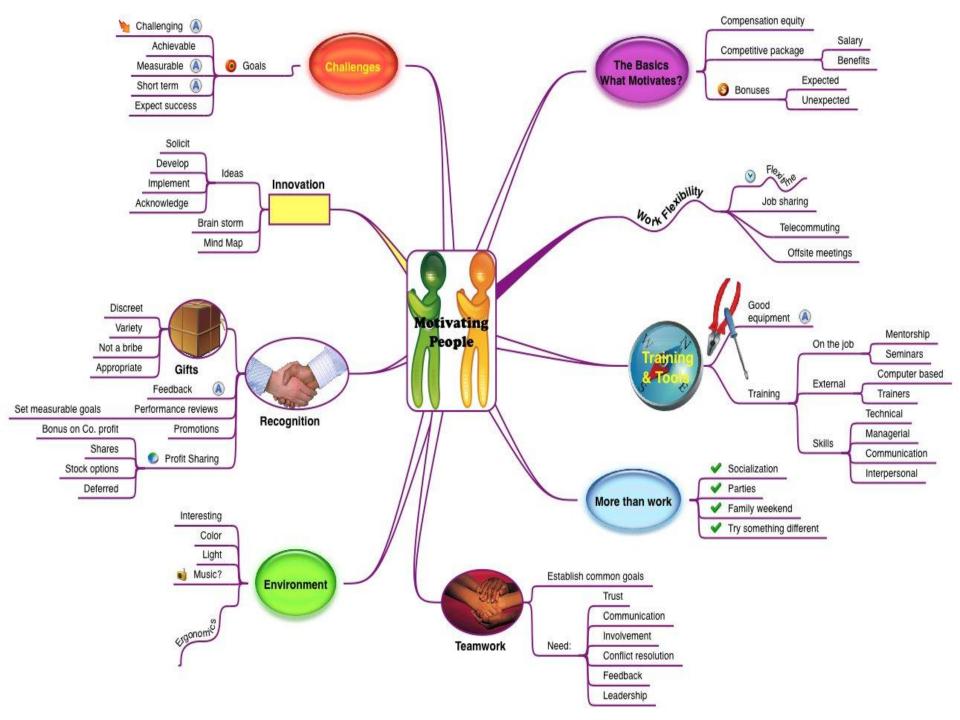
Employee Life Satisfaction

Ability to Invest in Employees

Superior Customer Services

Growth in Revenue, Earnings, and Shareholder Value

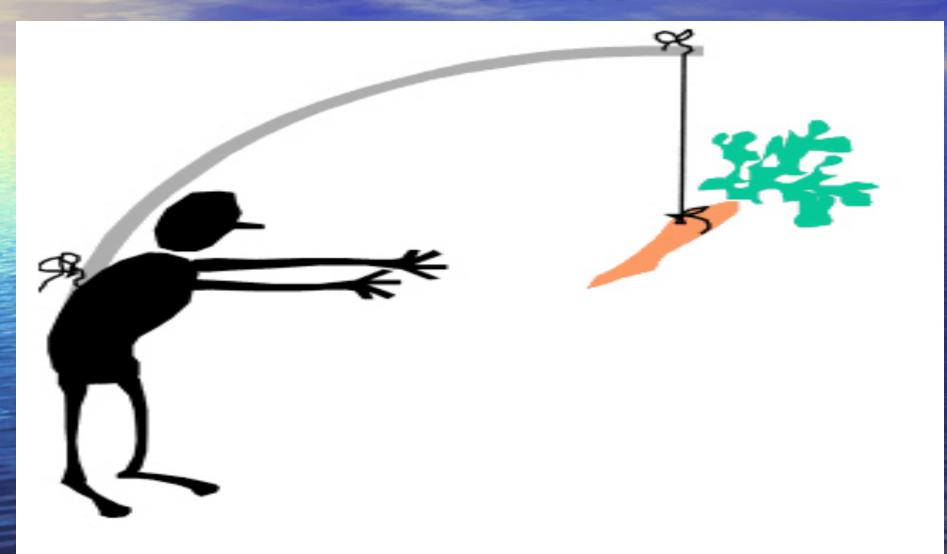
Satisfied Customers



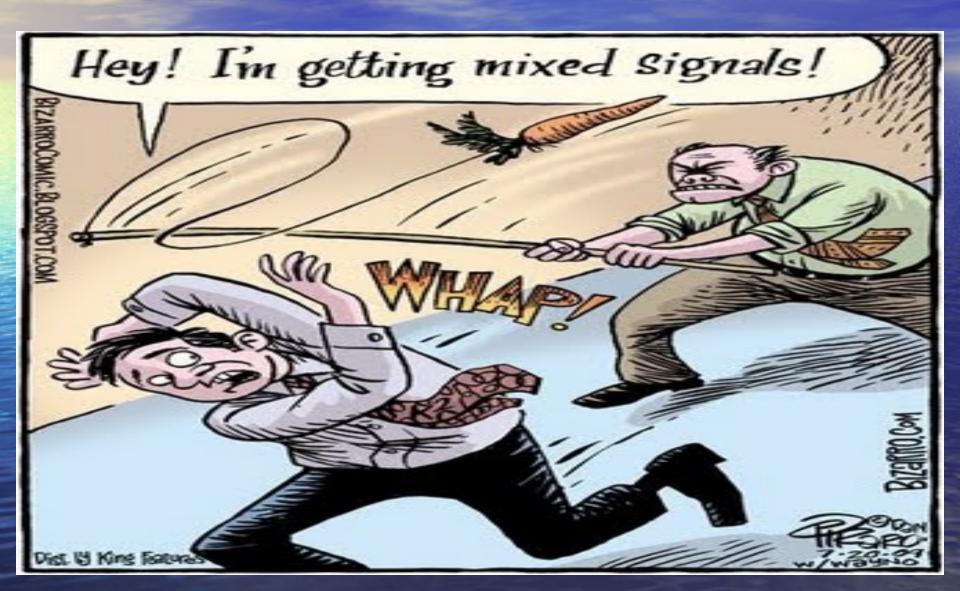
The Stick



The Carrot



Understand How To Use both



Embrace Change to the work place



Change leadership



Mobile Workforce



The investment Needs To Be Measurable



Corporate Agility



Understand Your Market



RINTING INDUSTRY TRENDS



Not Understanding Trends Can Be Fatal





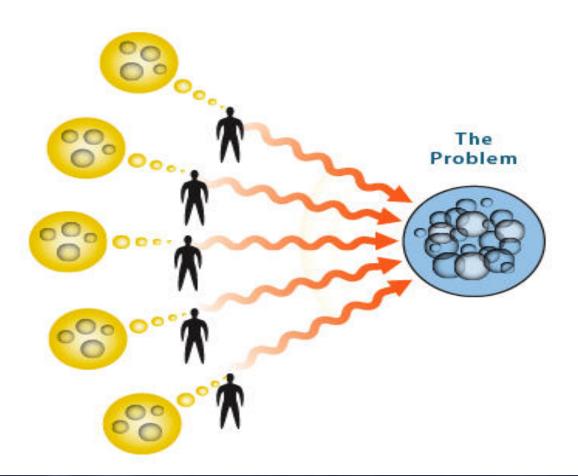


Turn Your Employee's Talent Into A Strength



Collective Action

Generate Shared Vision & Coherent Action



How Is Competitiveness Greatness Sustained Over time?



Details Matter Details Count



Questions

